



Paris, October 4<sup>th</sup>, 2024

Dear President of the European Commission,  
Honorable Ursula von der Leyen,

We are writing to you on behalf of the European distribution networks of Abarth, Alfa Romeo, Citroën, DS, Fiat, Lancia, Jeep, Opel, and Peugeot, all part of the Stellantis Group.

The companies we represent are a vital component of the automotive sector, employing approximately 13 million people—about 6.6% of the European labour force. Currently, Stellantis' distribution networks are experiencing significant challenges in meeting the stringent targets for electric vehicle (EV) sales, imposed by both the manufacturer and upcoming EU regulations, while market conditions do not yet support such volume growth.

The technological advancements in Battery Electric Vehicles (BEVs) and the charging infrastructure are not aligned with the current needs of the majority of potential customers. This mismatch has contributed to a reduction in market share for electric vehicles, as demonstrated by the 43.9% collapse in sales in September 2024, despite overall market stability. As daily points of contact with consumers, we witness increasing reluctance from customers to purchase BEVs.

We firmly believe that the CO2 reduction targets set for 2025 are unfeasible under current market conditions. The lack of affordable Battery Electric Vehicles (BEVs), combined with insufficient charging infrastructure, has created a significant gap between regulatory requirements and market capabilities. The high cost of BEVs, driven by the industry's focus on premium models, has further hindered mass adoption, making these targets unreachable within the given timeframe.

As distributors, we are in daily contact with end customers who frequently reject BEVs due to concerns over price, range, and accessibility. This places us in a position contrary to that of the manufacturer we represent, who remains optimistic about meeting these stringent EU regulations. However, from our perspective, it is clear that the industry is not yet prepared to achieve the necessary volume of electric vehicle sales. This growing divergence between regulatory goals, market readiness, and manufacturer expectations is a cause for concern.

It was, therefore, no surprise when the majority of European manufacturers, through ACEA, called for a postponement of these targets, a proposal we fully support.

Furthermore, the current "exhaust emissions" measurement system appears inconsistent with the broader decarbonization goals. In our view, a holistic approach, accounting for the entire production lifecycle, would be more effective in achieving meaningful CO2 reductions.

If the current framework remains unchanged, manufacturers will face significant financial penalties. These fines would inevitably lead to a reduction in production volumes within the EU, which in turn will drastically decrease the volumes we, as distributors, can sell. This scenario would create an unsustainable economic situation for the entire sector, threatening jobs and businesses across the supply chain.



In conclusion, we respectfully urge you to consider legislative changes that would facilitate a more gradual transition towards the 2035 targets. We are confident that this approach will allow for a more sustainable and equitable shift to electric mobility, benefiting all stakeholders.

We appreciate your attention to our concerns and look forward to the possibility of a constructive dialogue.

With our highest regards,

André  
FIGUEIREDO  
(AECPEP)

Cesare  
De LORENZI  
(ACCDE)

Piero  
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(ADEFCA)

Andreas  
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